



City of Harrisonburg, VA Source Procurement Justification

Department: City of Harrisonburg Police

Date: October 10, 2014

Vendor: Taser International

1. Explain why this is the only product or service that can meet the needs of the department making the purchase.

The Police Department requires several features and functions of a body worn camera system with which to equip its officers. The required features are listed below. These features are all required to exist with the same equipment and are not individually separable.

- A. The ability to wear the camera mounted so that a point of view is available for recording, with the option to change mounting location of the camera while in the field.
- B. A single station digital video download and charging station, allowing officers to simply remove the device and connect into the station without being required to log in to any computer or software. This saves time and allows the limited number of computer workstations to remain free for other tasks.
- C. A secure cloud based storage solution with interactive capabilities, eliminating the need for additional storage hardware (servers) and the necessary upgrades, drain on IT staff for maintenance of said hardware and the data stored within.
- D. The ability for video playback in the field through the use of a hand held "smart" device for quick review in cases of emergent necessity.

2. Explain why this vendor is the only practicably available source from which to obtain this product or service

Several manufacturers produced wearable cameras for use by public safety personnel as outlined in the included report commissioned by the National Institute of Justice in March 2014 titled *Body Worn Cameras for Criminal Justice: Market Survey*. Several of these devices offer individual applications and functions that are on both the list of absolute necessity as well as those items this Department finds desirable for body worn cameras. The only manufacturer currently offering the combination of all features needed and

meeting the specifications of the Harrisonburg Police Department is Taser International with its Axon Flex camera system. Specifically addressing the items listed in section 1:

A. Axon Flex cameras have several mounting options. It is unique in that it can be mounted on the head, the lapel, the collar, a hat, or a helmet. Most other manufacturers offer units that are only able to be mounted on the chest or shoulder. Those offering head mounting are for helmet attachment. One manufacturer will "soon" offer head mounts according to the vendor website but it is not currently available.

B. Taser's Evidence Transfer Manager (ETM) provides a single station that officers plug the camera into and it automatically uploads the video to the pre-configured cloud storage solution and simultaneously charges the camera. The officer does not need to log in to any computer or program, and does not need to be present after placing the unit in the dock.

C. Taser's digital evidence solution, provided through Evidence.com, provides a cloud based, secure storage solution for the recorded videos. Officers have the ability to access and mark videos needed for evidentiary purposes while only those designated employees with higher permissions are able to remove or copy videos from the application that have been uploaded by our officers. The application also provides an audit trail of the activities that have taken place with the recorded videos and with linked recording devices and the ability to share information with designated officials through secure log in without the burden of producing digital discs (i.e. prosecuting attorney). Taser and one other company offer the benefit of cloud storage, with Taser being the only one to meet the equipment requirements and capabilities of the Harrisonburg Police Department while also offering secure cloud storage. The Harrisonburg Police Department already uses Taser's Evidence.com for storage of data from its Taser Conducted Energy Weapons.

D. "Evidence Mobile," a function of Evidence.com, allows officers to use Apple or Android devices to view videos in the field as well as manage and mark videos that have been uploaded under their user account. Additionally, this application allows users to wirelessly view the camera's point of view in real time from up to about 40 feet.

3. Explain why the price is considered reasonable

Of the devices included in the aforementioned report, the prices range from \$199 to \$1,000. At a negotiated price of \$401 per camera unit, the Axon Flex is below the median asking price of the eighteen (18) devices included in the report. Added to that price is the cost of the charging and download stations as well as the cloud storage

solution costs through Evidence.com for the captured video. The cost of purchase of storage hardware, necessary eventual upgrade to any digital data storage hardware, and the personnel hours required for maintenance of in-house physical storage (e.g. servers) would exceed the known cost of cloud storage through Evidence.com. Additionally, the storage capabilities, security, and upgrades to the end product are superior with a large third party (in this case Amazon who hosts the servers and provides security solutions) is far superior to the level that would be available under a limited local budget.

4. Describe the efforts that were made to conduct a noncompetitive negotiation to get the best possible price for the taxpayers.

Department staff met face to face with and continued to communicate by telephone and email with representatives with Taser International regarding the price points for the camera systems and associated hardware and storage costs. Needs of the Department were considered, as numbers were adjusted to achieve the maximum amount of cameras for effective street deployment and minimum number to be purchased to retain bulk purchase discounts, all while staying in the range of available forfeiture funds to spend on the camera system program. The Axon Flex body worn camera system is wholly owned intellectual property of Taser International, Inc. and is not available from any other vendor.

Signature Chief Stephen Monticelli Date: 10/10/2014